

Message Text

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UNCLAS MILAN 0368

E.O. 11652: N/A
TAGS: BEXP, IT
SUBJECT: POSSIBLE NTIS REPRESENTATION IN ITALY BY FAST

REF SMITH/LYNCH LETTER 26 JA. '77

FOR DEAN SMITH NTIS

1. FAT HAS EXPRESSED INTEREST IN REPRESENTING NTIS IN ITALY.
2. CONGEN EXPLAINED TO FAST THAT NTIS IS FINANCIALLY SELF SUSTAINING, HAS NO APPROPRIATION AND OPERATES FROM SALES REVENUE. WE REVIEWED IN GENERAL TERMS SOME OF THE TYPES OF RELATIONSHIPS THAT COULD BE DEVELOPED BETWEEN FAST AND NTIS.
3. FAST DESIRES MOVE STEP BY STEP UNTIL THEY HAVE A MAJOR INFORMATION CENTER. AS FIRST STEP THEY DESIRE SUBSCRIBE TO NTIS BIBLIOGRAPHIC DATA FILE ON MAGNETIC TAPE AS WELL AS MICROFICHE FILE. THEY REQUEST PRICE QUOTATION FOR THIS SERVICE AS WELL AS ADVICE RE HARDWARE REQUIRED. CAN YOU ALSO PROVIDE SUGGESTIONS RE HARDWARE SUPPLIERS AND ROUGH COST ESTIMATE?
4. FAST INTERESTED IN PROVIDING NTIS WITH TRANSLATED TECHNICAL REPORT ABSTRACTS, COSTS TO BE PAID FROM PRICE REDUCTIONS ON NTIS PRODUCTS.

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5. FAST DESIRES INFORMATION ON POSSIBILITY AND COST ESTIMATE OF DATA TRANSMISSION LINK BETWEEN FAST AND NTIS COMPUTER BANK. MILAN TRADE CENTER CAN COST OUT LOCAL TERMINAL, MODEMS ANDLINE. CAN YOU COMMENT ON TOTHER COSTS AND DESIREABILITY OF THIS APPROACH.
6. AS SECOND STEP FAST INTERESTED IN BECOMING NTIS MANAGING

DELAER FOR ITALY. THEY ARE PREPARED TO MAKE PROMOTIONAL EFFORT NECESSARY TO EXPAND NTIS SLAES HERE. WE HAVE NOT MENTIONED ANY SPECIFIC REQUIRED MINIMUM ANNUAL TURNOVER, EXCEPT TO SAY THAT THERE WOULD BE ONE, THE AMOUNT TO BE MUTUALLY AGREED, AS DISCUSSIONS PROCEED. WE ASSUME THAT, SHOULD FAST BECOME AN NTIS DEALER, FAST WOULD BE AN EXCLUSIVE DEALER IN ITALY. IS THIS CORRECT?

7. FAST INTERESTED IN ESTABLISHING A TECHNOLOGY TRANSFER CENTER OF WHICH A POSSIBLE TECHNICAL INFORMATION CENTER WOULD BE A COMPONENT. POSSIBILITY OF NTIS TECHNICAL ASSISTANCE THEREFORE VERY INTERESTING. HOW WOULD COST OF SENDING NTIS SPECIALIST TO MILAN BE FINANCED?

8. FAS SEES TECHNOLOGY TRANSFER CENTER AS MECHANISM THROUGH WHICH ITALIAN INDUSTRY CAN PURCHASE FOREIGN TECHNOLOGY VIA LICENSING PROCESSES, SERVICE CONTRACTS, ETC. THIS MAY BE OF INTEREST TO DIBA. AMONG OTHERS REQUEST YOU CONTACT DIBA/OIM RE SERVICE INDUSTRIES.

9. DR. PELLEGRINI, PRESIDENT OF FAST, PLANS VISIT WASHINGTON IN NEAR TERM TO VISIT DEAN SMITH. WE WILL TELEPHONE YOU ETA ASAP. FAST DESIRES HAVE BIBLIOGRAPHIC DATA FILE OPERATIONAL THIS SPRING.FINA

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